

THE

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A JOURNAL

SPECIALLY DEVOTED TO THE INTERESTS OF THE
BOOK AND STATIONERY TRADE.

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Examine our Stock,

Which is Large and Complete,

Make Arrangements

For their Supply of New Books

As Published,

And the General Filling of Orders.

The Plan Adopted by us of

"Answering all Orders on

Day of Receipt," and

"Making No Charge for Enclosure,"

Meets with favor from those

Who have heretofore entrusted

Their Orders to our care,

And we believe that

An Examination of our way

of doing Business

Will Largely Increase

Our List of Patrons.



William Lee

Chairman of the Executive Committee of the American Book Trade Association.

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BOOK FAIR SUPPLEMENT.

The Convention and the Fair.

IF nothing else had been done in the year and a half since a few "reformers" met at Cincinnati and set on foot the first general organization of the American book trade, than to get the trade together as by all signs it is coming together, at the Niagara Convention and the New-York Fair, an important work would nevertheless have been accomplished. There is no trade which more needs that enthusiasm for work which comes of feeling that you are one of a great host that is working, shoulder to shoulder, to do something in the world. And the something which the bookseller has to do is a very important something. He is right hand to the author's brain. In getting people to read books, he is doing them true service, and the trade is thus fulfilling the patriotic duty of educating the community, at the same time that it is earning its bread and butter. Perhaps, until the reform is consummated, we had better say simply its bread.

Now, there is no doubt that the quantity and quality of books sold depends, in considerable measure, upon how hard and how wisely the bookseller tries to sell them. If he isn't interested in his business, if he finds it's "no use to try," the books won't be sold. Some people will buy any way; but many others will not. Some of the wisest heads in the trade believe that the book business could be almost doubled in this country if retailers were as bright as they might be, under a wholesome trade feeling and policy. The trade in books bears no comparison to that in an article of mere luxury, such as jewelry. The first important step is to get the trade together, so that it may know and feel its unity.

We have high hopes from the wisdom of the Niagara Convention, to which we look for action that will make bookselling pay. This accomplished, the Book Fair is a grand means for keeping the trade alive to its work. The first one is, of course, an experiment. It may not be at the best time of the year, or there may be other defects in the first planning. But these will correct themselves. Its idea is thoroughly good, and we believe it will, however modified, become a permanent feature of the trade. It has already accomplished a positive good in doing away with the trade sales, which

were demoralizing and should never be revived. The retailer is no longer tempted, by the hasty chance of a "bargain," to buy three or four times as many copies as he can place, and to lock up his capital in them on his shelves. He can buy cautiously and knowingly, and balance his stock as he should. And, ultimately, we expect the Fair to be acknowledged the great event of the year to the whole trade, and a means of inspiration to it to do its best "all the year round." So we welcome all to the Convention and the Fair.

An Index to the Reform.

We give below, for present reference, an index to the numbers of the PUBLISHERS' WEEKLY in which the important papers in relation to the reform are to be found:

- Report of the Cincinnati Convention, Feb. 12th, 13th, 1874..... No. 110, Feb. 21st, 1874.
- Report of Put-in Bay Convention, July 21-23d, 1874, including organization of A. B. T. A. and Western Booksellers' (Jobbers') Association, Supplement. No. 134, Aug. 8th, 187
- Organization of the Central Booksellers' Association, with constitution, etc..... No. 142, Oct. 3d, 1874.
- First Regular Meeting of C. B. A..No. 144, Oct. 17th, 1874.
- Publishers' Board of Trade, 20 per cent rule. No. 147, Nov. 7th, 1874.
- Boston Meeting, extra..... No. 149, Nov. 21st, 1874.
- Report of Committee on Book Fair. No. 160, Feb. 6th, 1875.
- Central Booksellers' Association Meeting, with Lippincott correspondence, report of Philadelphia meeting, and list of signatures to 20 per cent rule; supplement. No. 162, Feb. 20th, 1875.
- Lippincott "new basis"..... No. 167, Mar. 27th, 1875.
- Article on German Book Exchange..No. 168, April 3d, 1875.
- Report of Committee on Assemblies, reply to Lippincott platform, and letter of "Facts" on "The Business Morality of Underselling".....No. 170, April 17th, 1875.

Arrangements for the Convention.

THE Committee on Assemblies give notice that the Convention will be opened Tuesday afternoon, July 13th, at 3 o'clock, with an address by President Randolph. Arrangements have been made to hold the general meetings in the Pavilion, Prospect Park, near the Falls, at a single entrance-fee of twenty-five cents for each member for the whole time. During convention week there will be special meetings of the law, medical, Catholic, and Sunday-school publishers, the representatives of the religious publication societies, jobbers, and any other special interests, places and time to be designated at the Convention.

Head-quarters at Niagara will be at the International Hotel, which offers the most favorable terms to members of the trade; the Cataract and Spencer Houses also make some reduction in their terms, as does the Tift House at Buffalo. At New-York, during the Book Fair, which it is hoped will be attended *en*

masse by those present at the Convention, the Grand Central Hotel will be headquarters, at greatly reduced rates; the Metropolitan will also make some reduction. These reductions cover only the time of the Convention and Fair. The committee does not undertake to make specific arrangements as to rooms, etc., at the hotels, so that those desiring special accommodations should apply to the respective proprietors directly, by letter.

A special train for the accommodation of those attending the trade Convention, will leave New-York *via* the Erie Railway, on Monday evening, July 12th, by the ferry at foot of Twenty-third street, at 6.30 P.M., or foot of Chambers street at 7 P.M. Tickets for the round trip, \$10, to be obtained at the ticket-office on presentation of the certificate of the Committee on Assemblies. The tickets are good on any train; but it is urged that as many as possible will avail themselves of the special train, where superior arrangements will be made for their comfort, and an opportunity for mutual acquaintance and interchange of views will be afforded. Those who expect to take this train will please notify the committee at the earliest possible moment; and members who intend to take their families by this train will please state the accommodations required, that if a sufficient number apply a special sleeping-car may be set apart for families. Any members of the trade who prefer to leave the day before at the same hour will also please notify the Committee, and, if the number warrant, a special car will be dispatched on Sunday night also. The special train for the return will be so arranged as to afford the finest views of the glorious scenery on the Erie Railway.

No reductions by Hudson River and Central R.R. have so far been obtained, though the Albany boats issue round-trip tickets between New-York and Albany at \$3 (regular rate after July 1st, \$2 each way), good on either day or night line.

Those coming from the East may obtain excursion tickets to New-York *via* Norwich Steamboat Company, at \$6 from Boston or Worcester. Unless arrangements are made later, local fares must be paid to those points.

Arrangements for the West so far made are: From Toledo and Detroit, by Canada Southern R.R., to Niagara, round trip at rate one way,—from Toledo, \$8.25, on application to George B. Brown; Columbus, round trip tickets to Niagara, \$13.90, good July 8th to October 31st; Cleveland, *via* Lake Shore R.R., round-trip tickets to Niagara at two cents per mile, good from July 12th to August 1st; Indianapolis, excursion tickets *via* C. & C. R.R. at two cents per mile; Cincinnati, excursion tickets *via* A. & G. W. R.R. to Niagara, thence to New-York and back, \$25—see also rates *via* C. C. & C. R.R.; Dubuque, round trip to Chicago *via* Chicago, Clinton, and Dubuque R.R., \$12.30, time unlimited—rates from Chicago to be announced; St. Louis, excursion tickets to Niagara, *via* T., W. & W. R.R., on application to Mr. Baker, at \$20, good till September 1st.

Visitors from the South will find accommodations as follows: From Washington, excursion tickets to Niagara, *via* Pa. R.R. & Northern Central, \$19.25, good till Nov. 1st—but this necessitates breaking the route to get to Book Fair; Richmond, round trip to Baltimore, *via* Richmond, York River & Chesapeake R.R. (in-

cluding a delightful steamboat trip on Chesapeake Bay), \$5—rates from Baltimore to be announced; New-Orleans, excursion tickets, *via* Chicago, St. Louis & N. O. R.R., to Niagara, \$60, good until Oct. 1st—members may possibly do better by buying only to St. Louis; Galveston, round trip tickets, through J. E. Mason, \$67.50.

This information, with particulars as to hotel rates, etc., which the Committee is not permitted to advertise publicly, is given in the invitation and circular now being distributed very widely through the trade by post; later arrangements will be announced through the WEEKLY as soon as concluded. As a rule, those coming from smaller places must make individual arrangements to the centres, having previously applied for the reductions thence to the local agents of the Committee, from whom the method of obtaining these reductions must be learned. The Committee can not assist those coming and going by different routes, except between New-York and Niagara. From any place not covered by the Committee, it would advise the purchase of the general excursion tickets to Niagara offered by most of the roads at low terms.

Certificates are now being sent out by the Committee on Assemblies to all members of the trade who desire to attend the Convention and Fair. These entitle the holder to the hotel reductions, will assist him, and are in many cases necessary, to procure the special railroad rates, and give him the benefit of many reductions in the cost of sight-seeing at Niagara, besides admitting him to the Convention. They are sent free of charge to all members of the trade making application (care of THE PUBLISHERS' WEEKLY), and it is desired that all who can will apply before reaching Niagara.

The Committee wishes to state that it is impossible for separate answers to be made to all the detailed letters of inquiry addressed to its members, and begs that these statements may be received in lieu thereof. All members of the trade, whether members of the A. B. T. A. or not, are invited and urged to take part in the Convention, and all who desire to promote reform are asked to impress upon the trade in their vicinity the importance of being present. Extra circulars for distribution will be freely sent, if application is made. Booksellers intending to visit the Eastern trade centres during the year will find it to their interest to come now, when low hotel and railroad rates on the one hand, and the extra inducements of the Book Fair on the other, make it doubly advantageous.

LOCAL AGENTS.

Boston: William Lee, Messrs. Lee & Shepard.
 New-York: A. C. Barnes, Messrs. A. S. Barnes & Co.
 Albany and Troy: Joseph Knight, Messrs. H. B. Nims & Co. (Troy).
 Rochester: Messrs. Steele & Avery.
 Buffalo: Martin Taylor.
 Philadelphia: George Remsen, Messrs. Claxton, Remsen & Haffelfinger.
 Baltimore: John B. Piet, Messrs. Kelly, Piet & Co.
 Washington: William Ballantyne.
 Pittsburg: S. A. Clarke & Co.
 Cincinnati: C. S. Bragg, Messrs. Wilson, Hinkle & Co.

Columbus: Isaac C. Aston.
 Cleveland: Ingham, Clarke & Co.
 Chicago: E. L. Jansen, Messrs. Jansen, McClurg & Co.
 Detroit: George H. Smith, Messrs. E. B. Smith & Co.
 Milwaukee: H. H. West, Messrs. West & Co.
 Burlington, Iowa: Wesley Jones.
 Indianapolis: S. T. Bowen, Messrs. Bowen, Stewart & Co.
 Dubuque: G. B. Grosvenor, Messrs. Grosvenor & Harger.
 Rock Island: R. Crampton.
 St. Louis: Gray, Baker & Co.
 Nashville: A. Setliff.
 Dayton: A. F. Payne, Messrs. Payne, Holden & Co.
 Toledo: George Brown, Messrs. Brown & Faunce.
 New-Orleans: James A. Gresham.
 Galveston: J. E. Mason.
 Atlanta: F. G. Hancock, Messrs. Burke, Hancock & Co.
 Richmond: J. T. Ellyson.
 San Francisco: S. H. Bonesteel, Messrs. J. G. Hodge & Co.

A Plan of the Fair.

As we write, Messrs. George A. Leavitt & Co. are busily at work in fitting up the commodious rooms they have secured, and assigning spaces to publishing members of the Exchange.

The temporary annexation of the Mercantile Library Reading-Room gives them the full second floor of Clinton Hall, 150 x 75, and here will be all the publishers. Up-stairs, a large room like the regular salesroom is reached directly from the latter, and this is to be occupied by the manufacturing stationers and chromo publishers. We hope to give, in a number previous to the Fair, a plan of the location of houses—possibly we may be able to insert it in the later copies of this supplement.

Platform

OF THE CONVENTION AT CINCINNATI, O., FEBRUARY 12-13, 1874.

THE American Book Trade Union, in convention assembled, declares its belief that the interests of the public, the publisher, the jobber, and the retailer alike demand reform from the evils that now cripple the trade. Believing that the office of the bookseller is an important one in the true progress of the country, and that the interest of publishers also demands a thorough, capable, and effective distributing system which shall include retailers at every place that can support a bookstore, it sees that this result can be had only by the abandonment of the present unprofitable and fictitious trade system, and a return to one based on sound business principles, giving the public their books cheaper, and the dealer such fair advantages as he who devotes his capital, ability, and time to any business has a right to expect. It does not desire to stifle by combination the competition of enterprise and ability which is the life of trade, but seeks simply to unite the trade under a healthful and rational system of prices and discounts, which shall make it possible for able and use-

ful men to remain in the trade, and supply to the younger generation some incentive to educate themselves rightly for a trade which should offer the double opportunity of a high order of usefulness to the community and fair pecuniary return. Looking, therefore, to the adoption of such a policy as shall secure the interests and prosperity of all, it respectfully offers to the publishers—who, being few in number, centralized in position, and in other respects the heads of the trade, are the proper parties to inaugurate the reform—the following suggestions:

1st. That the present system of professional discounts should be discountenanced and abolished by all book dealers, and no discounts from retail price be made to any persons outside the regular trade.

That the only exception, and that advisable as a matter of present expediency, should be in the first introduction and exchange of school-books, which should be done through the resident trade or the publisher's traveling agent; the time for introduction prices being limited to thirty days.

That wholesaling *live* books to newspapers for premiums is especially detrimental to the trade.

2d. That the trade sales are a leading cause of the present demoralization, and detrimental to the interests of the whole trade, an evil which should be remedied by publishers declining to contribute, and by dealers generally abstaining from buying.

3d. That the publishers' practice of sending books by mail upon receipt of published price is an injustice to local dealers which can be fairly remedied by an additional charge of 10 per cent for postage.

4th. That to assure permanence in these reforms, the retail price of books should be reduced so that the largest discount under any circumstances could not exceed one third.

PLEDGE.

Whereas, We all recognize that underselling is the crying evil of the book trade, and that this evil is the result of the exorbitant retail prices of books, the large discounts made to the trade by publishers, and the book trade sales, and

Whereas, We have, by resolution, respectfully but earnestly requested publishers to lessen these prices and discounts and abolish trade sales; therefore

Resolved, That, as retailers, jobbers, and publishers, we pledge ourselves to use all reasonable endeavors to maintain and protect publishers' retail prices.

American Book Trade Association.

OFFICERS.

President:

A. D. F. Randolph, New-York.

First Vice-President:

Isaac C. Aston, Columbus.

Second Vice-President:

Martin Taylor, Buffalo.

Third Vice-President:

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Timothy Nicholson, Richmond, Ind.

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Recording Secretary :

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A. C. Barnes, New-York.

Henry Holt, New-York.

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George B. Brown, Toledo.

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S. T. Bowen, Indianapolis.

B. H. Ticknor, Boston.

G. B. Grosvenor, Dubuque.

George E. Stevens, Cincinnati.

W. H. Gross, Hartford.

Constitution

OF THE AMERICAN BOOK TRADE ASSOCIATION.

1. The name of this organization shall be "The American Book Trade Association."

2. Its object shall be the promotion of the interests of the book trade in the United States, and the improvement of its methods of doing business.

3. Its officers shall be a President, three Vice-Presidents, a Treasurer, a Recording Secretary, and a Corresponding Secretary ; to be elected at the annual meeting of the Association, by a majority of the members present. Their duties shall be the usual duties of such officers.

4. Its permanent committees shall be elected in the same manner and at the same time as the officers, and shall consist of—

An Executive Committee, of ten ;

A Committee on Assemblies of the Trade, of five ;

A Committee of Arbitration, of five ;

A Committee on Finance, of five.

5. The Treasurer shall give bonds to the President, in the sum of \$1000, and shall pay out moneys only on the order of the Chairman of the Finance Committee.

6. The duties of the Executive Committee shall be the general oversight of the affairs of the Association, and to attend to all business not specially given to any other committees.

7. The Committee on Assemblies of the

Trade shall select the places and make all necessary preparations for holding the regular and other meetings of the Association, and shall notify all members of the same in due season, by their Secretary.

8. The Committee on Arbitration shall take cognizance of all complaints made against members, for alleged infractions of the by-laws. They shall endeavor, if possible, to reconcile the parties, and if not successful, shall publish, in the official organ of the trade, a complete statement of the case, with their conclusions, and present the same to the Association at its next meeting.

9. The Committee on Finance shall devise ways and means for paying the necessary expenses of the Association ; shall be empowered to levy assessments in addition to the annual dues, if necessary, not to exceed \$3 on each member in any one year, and shall audit the Treasurer's accounts.

10. The officers and committees shall hold office for one year, or until their successors are elected.

11. The annual meeting of the Association shall be held commencing on the second Tuesday in July of each year ; and special meetings may be called by the President on the unanimous request of the Executive Committee.

12. Any publishing or bookselling firm, or author, may become a member by signing this Constitution, and paying annually the sum of two dollars.

13. The Executive Committee of this body shall have the power to fill all vacancies that may occur in committees, and each committee shall have authority to delegate its powers to one or more persons.

14. This Constitution may be amended at any meeting by a two-thirds vote.

Platform

OF THE CONVENTION AT PUT-IN BAY, O., JULY 21-23, 1874.

Whereas, The retail booksellers of this country are a most important element of civilization, second only to the church and school-house, and no village or town can be thoroughly prosperous which does not contain at least one good bookstore where the best literature of this country and the world is attractively displayed ; and

Whereas, The late controversies and distractions existing in the book trade, and the custom which has grown up on the part of the publishers and larger city dealers of selling books to private consumers at very nearly the same rate at which the local bookseller can purchase them, has rendered it impossible for the local dealer to successfully invest his capital in a stock of books to meet and develop the wants of his own section ; and if this evil is not checked, at no distant day the whole business of selling books must fall into the hands of large city dealers or peddlers, greatly to the detriment of local communities ; therefore be it

Resolved, That the discounts which have heretofore been allowed to ministers, teachers, and libraries, on the ground that they are common workers with us in the distribution of knowledge, be as follows, namely : that a discount not exceeding 20 per cent on miscellaneous and school-books, and 10 per cent on medical books, may be allowed by publishers, jobbers, and retailers, to professional men

and teachers, and on goods sold in quantities to libraries and large buyers outside the trade.

Resolved, further, That we deem it right and for the best interests of book-buyers to make their purchase of, and to sustain the local bookseller, that the business of the locality may be developed for the common good. The business of selling books is not among the profitable kind of commercial enterprises, and yields but a fair living, and requires unusual intelligence to successfully prosecute it.

Resolved, That, in view of the insufficiency of the present system of trade sales, and also of commercial travelers, to meet the wants of the trade, that in lieu thereof this Convention appoint a committee with power to establish and conduct a semi-annual Book Trade Sale or Fair, at which the publishers shall offer their books during the period of the sale or fair at special terms to the trade.

Resolved, That the publishers be requested to send, as far as possible, editorial copies through the local bookseller, and that the bookseller exercise due care in the prompt delivery of the books and in the transmission of notices to the publishers.

Resolved, That this Convention most cordially recommend to publishers the project of Mr. E. Steiger of New-York, as set forth in his circular, of compiling and distributing among booksellers classified catalogues of American books and reprints, and hope that the publishers will sustain him by promptly furnishing him with their catalogues and such information as he desires to complete his lists.

Resolved, That this Convention recognize the PUBLISHERS' WEEKLY as the established organ of the entire trade, and recommend it to publishers as the medium through which they should make their "first announcement" of books they propose to publish, and the full title of all books immediately on publication.

Resolved, That the Convention appoint a Committee on Permanent Organization of the Book Trade of America.

Resolved, That we mutually pledge ourselves to the maintenance of the discounts and recommendations of the Committee of Thirty, adopted by this Association on and after September 1st, 1874.

Agreement

SIGNED GENERALLY BY THE TRADE OF NEW-YORK, BOSTON, PHILADELPHIA, ETC.

The Central Booksellers' Association adopts twenty (20) per cent as the maximum discount to be given to libraries, schools, teachers, professional men generally, and other large buyers outside the trade, with the exception of supplies of school-books for first introduction; specimen copies of school-books for examination; school-books for school-boards and State normal schools created by law and authorized to purchase supplies from public funds; school-books for schools, other than Sunday-schools, supported by religious and benevolent societies, and purchasing their own supplies of school-books; and to such merchants as deal in books and school supplies.

The undersigned publishers and booksellers hereby accept the above by-law of the Central Booksellers' Association, to take effect on the 1st of January next, and agree that the terms herein named shall be the rates of discount thereafter allowed on all sales at our establishment. [Note: This agreement, as signed by those following, is understood to restrict discounts to the classes named, all other retail buyers to be charged catalogue retail prices.]

[The "Note" was added at the Philadelphia meeting, to cover an issue not before raised.—ED.]

Signers of the 20 per cent Rule.

(ARRANGED BY PLACES.)

NEW-YORK.

Amer. Tract Society, H. E. Simmons.	Lee, Shepard & Dillingham.
E. Goodenough.	A. D. F. Randolph & Co.
J. B. Ford & Co.	Geo. R. Lockwood.
Clark & Maynard.	Scribner, Armstrong & Co.
J. N. Stearns, Nat. Temp. Soc.	Scribner, Welford & Armstrong.
Thomas Nelson & Son, Jas. Robertson, Attorney.	Dodd & Mead.
James Miller.	Dick & Fitzgerald.
J. W. Schermerhorn & Co.	Baker, Pratt & Co.
G. P. Putnam's Sons.	A. S. Barnes & Co.
Nelson & Phillips, Methodist Book Concern.	E. J. Hale & Son.
Geo. Routledge & Son, Jos. L. Blamire, Agt.	F. W. Christern.
Iverson, Blakeman, Taylor & Co.	D. Appleton & Co.
Harper & Bros.	R. Carter & Bros.
Henry K. Van Siclen.	E. P. Dutton & Co.
N. Tibbals & Son.	Smith's Homœopathic Phar., H. M. Smith.
U. D. Ward.	Hurd & Houghton.
G. W. Carleton & Co.	Jno. Wiley & Son.
August Brentano.	Pott, Young & Co.
G. S. Scofield, Agent Amer. S. S. Union.	Warren & Wyman.
Macmillan & Co.	T. Whittaker.
Sheldon & Co.	Baptist Pub. Society, G. M. Van Derlip.
Henry Holt & Co.	B. Westermann & Co.
	Albert Mason.
	W. J. Widdleton.
	Collins & Bros.
	R. Worthington & Co.

BOSTON.

H. O. Houghton & Co.	Crocker & Brewster.
W. B. Clarke.	John Allyn.
Noyes, Holmes & Co.	Patrick Donahoe.
Lee & Shepard.	Colby & Rich.
Thompson, Brown & Co.	Williams Bros.
J. L. Hammett.	A. W. Lovering.
Ginn Bros.	R. L. Cummings, Agent, per E. S. Brooks.
D. Lothrop & Co.	James Campbell.
Knight, Adams & Co.	A. Williams & Co.
Locke & Bubier.	A. F. Graves.
Geo. E. Littlefield.	Henry Hoyt, per W. H. Hoyt.
D. C. Colesworthy.	Moses H. Sargent.
Geo. E. Colesworthy.	William Tomlinson.
Carter & Pettee.	Geo. W. Armstrong.
Geo. H. Springer, Agt. Amer. Bap. Pub. Soc.	Young & Bartlett.
Eben Shute, Agent Amer. S. S. Union.	Estes & Lauriat.
James R. Osgood & Co.	Nichols & Hall.
Robert S. Davis & Co.	A. K. Loring.
John L. Shorey.	Little, Brown & Co.
Roberts Bros.	Brewer & Tileston.
New-England News Co., John J. Dyer, Manager.	New-England News Co. Schönhoff & Möller.

PHILADELPHIA.

Claxton, Remsen & Haffelfinger.	Jas. Hammond.
Gebbie & Barrie.	Eugene Cumiskey.
Amer. S. S. Union.	Rich. McCauley.
Lindsay & Blakiston.	Cyrus Carson.
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Amer. Baptist Pub. Soc., B. Griffith.	Henry McGrath.
W. S. Fortescue & Co., by C. J. Shoemaker.	Henry H. Holloway.
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W. B. Zieber.	Behm & Gerhart.
H. N. McKinney & Co.	T. P. M. Bennett & Co.
	Smith, English & Co.
	Charles A. Dixon & Co.
	Lutheran Bookstore, G. W. Frederick.
	J. A. Bancroft & Co.
	R. Paine.

PORTLAND.

Bailey & Noyes.	Hoyt, Fogg & Donham.
Loring, Short & Harmon.	Dresser, McLellan & Co.

PITTSFIELD.—Nichols Allen.
 CHELSEA.—Daniel Orcutt.
 ANDOVER.—W. F. Draper.
 PROVIDENCE.—S. S. Rider; Gladding Bros. & Tibbits.
 FALL RIVER.—B. Earl & Son.
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 NEWPORT.—A. J. Ward.
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 WORCESTER.—Sanford & Co., by L. Sanford.
 EXETER.—George E. Lane.
 CAMBRIDGE.—Charles W. Sever.

BALTIMORE.

Cushings & Bailey.
 Turnbull Bros.
 Kelly, Piet & Co.

T. Newton Kurtz.
 Samuel W. Herman, Agent.
 for S. Guiteau & Co.

Publishers' Board of Trade.

RETAIL PRICE RULE.

SUMMARY of minutes of a special meeting, held October 28th, 1874:

The committee appointed at the previous meeting, to consider the request of the Central Booksellers' Association, in regard to discounts on school-books outside of the trade, reported the following proposed by-law, which was adopted:

XXXI. School-books and other articles enumerated in By-law XI. shall be sold at no greater discount than 20 per cent from the published retail prices, with the following exceptions:

1. Supplies for first introduction. [See By-law XI.]
2. Specimen copies for examination. [See By-law VIII.]
3. To school boards and State normal schools created by law, and authorized to purchase books or supplies from public funds.
4. To schools supported by religious and benevolent societies purchasing their own supplies.
5. To such merchants as deal in books and other articles named in By-law XI.

GEORGE R. LOCKWOOD,
Secretary.

Report of Committee on the Book Fair.

THE Committee appointed by the American Book Trade Association at its last Annual Convention, held at Put-in Bay, Ohio, to consider the subject of establishing a Book Fair to replace the present "trade sales," desire to make this preliminary report.

As the annual meeting of the Convention will not be held for some time, and there is a natural desire on the part of the trade to know what has been accomplished, we deem this the most suitable way of giving information on the subject.

The Committee have had several sessions, and have given to the subject considerable time and thought. The object sought to be accomplished by the Book Trade Association, although desirable in itself, is not easy to carry out.

The Committee felt from the tone of the discussion at the Convention at Put-in Bay, last summer, that it was the almost unanimous conviction of the large number of intelligent booksellers there assembled, that the present trade sale had outlived its usefulness; that it had failed to accomplish the primary object for which it was started, that of drawing together all the members of the book trade, from all sections of the country; that, in fact, the largest and most enterprising booksellers were those who least frequently visited the trade sale; that the auction element enabled a certain class of booksellers in larger cities to lay in semi-annually a stock of books at such low prices that they were constantly breaking down the regular prices of books. Indeed, the sentiment seemed to be that no permanent reform could be made while the trade sales were continued.

While the Committee felt the full force and justice of these claims, it has yet appeared to them a very difficult task to inaugurate a new system to supersede the old, which would have all its advantages with none of its drawbacks. The objects to be accomplished by the proposed "Book Fair," or "Booksellers' Exchange and Clearing House," as your Committee have decided to call it, were first, and by far the most important, a general assembling of booksellers from all parts of the country once or twice a year.

The advantages of having the booksellers and publishers meet frequently, compare opinions, and modify each other's views and plans, are too obvious to need discussion.

The publisher certainly needs to see his customers in order to conduct his business on an intelligent and liberal basis. Every intelligent publisher feels that he can have no substantial and lasting prosperity while the booksellers of the country are embarrassed and crippled.

Every bookseller who would conduct his business in a liberal and enterprising manner, keep thoroughly posted, and be really worthy of the name of bookseller, should visit the publishing centres frequently. In order to accomplish this all-important object of drawing the trade together, the publishers must offer inducements sufficiently liberal to make it clear to every bookseller that it is to his interest to attend every meeting of the Booksellers' Exchange and Clearing House. This, we believe, the publishers will do.

[Here follows the plan, printed, as more fully developed, elsewhere.—Ed.]

The whole success of the movement must depend on the manner in which it is supported by the book trade of the country. The Committee have conferred with many of the leading publishers (both school-book and miscellaneous) and all have cordially assented to the plan. It only requires the hearty support of the booksellers to inaugurate a great success.

WM. H. APPLETON, *Chairman.*
 ISAAC E. SHELDON, *Secretary.*

BOOKSELLERS' EXCHANGE AND CLEARING-HOUSE.

GEO. A. LEAVITT & CO., Managers.

Commencing MONDAY, JULY 19, 1875.

DURING THE HOLDING OF THE EXCHANGE THE MANAGERS WILL OFFER TO THE TRADE

THE ENTIRE LISTS OF ALL THE HOUSES REPRESENTED,
ON A CREDIT OF FOUR AND SIX MONTHS.

These favorable terms, together with such special inducements as publishers may offer in reduction of prices, etc., are made *only for the time specified*. The publishers do not and will not extend their usual terms of credit, and it is only for this occasion that these unusual advantages of prices and credit are offered to the Trade, and it must be distinctly understood that immediately after the close of the Exchange the usual terms of credit and prices will be maintained. It is hoped, therefore, that the Purchasing Trade of the country will not only avail themselves of these peculiar advantages offered by the publishers through the Exchange (advantages that can not be obtained in any other way), but, at the same time, substantially aid the work of reform.

The Managers are permitted to state that THE AMERICAN BOOK TRADE ASSOCIATION earnestly desire that the Trade throughout the country will give its hearty and active support in establishing and maintaining the Exchange. This plan of sale is an essential feature of the great movement for reform. It has all the advantages of the Trade Sale, without any of the evils attendant upon that system.

The following Publishers and Manufacturing Houses are, so far, members of (and will be represented at) the Exchange, commencing Monday, July 19th, 1875.

BOSTON.

American Tract Society.
Brewer & Tileston.
Davis, Robert S. & Co.
Ditson, Oliver & Co.
Estes & Lauriat.
Graves, A. F.
Gill, Wm. F. & Co.
Lee & Shepard.
Little, Brown & Co.
Lockwood, Brooks & Co.
Lothrop, D. & Co.
Nichols & Hall.
Osgood, J. R. & Co.
Prang, L. & Co.
Roberts Brothers.

NEW-YORK.

Adams, Victor & Co.
American News Co.
Anthony, E. & H. T. & Co.
Appleton, D. & Co.
Authors' Publishing Co.
Baker, Pratt & Co.
Barnes, A. S. & Co.

Carleton, G. W. & Co.
Cassell, Petter & Galpin.
Clark & Maynard.
Collins & Brother.
Denham, A.
De Witt, R. M.
Dick & Fitzgerald.
Dodd & Mead.
Dutton, E. P. & Co.
Ford, J. B. & Co.
Hale, E. J. & Son.
Happy Hours Company.
Harper & Brothers.
Haverty, P. M.
Hinton, H. L.
Holt, Henry & Co.
Hurd & Houghton.
Iverson, Blakeman, Taylor & Co.
Kehoe, Lawrence,—C. P. Society.
Kenedy, P. J.
Lee, Shepard & Dillingham.
McLoughlin Bros.
Macmillan & Co.
Miller, James.
Nelson & Phillips.
Nelson, Thomas & Sons.
O'Shea, P.
Patterson, F. B.
Potter, Ainsworth & Co.
Putnam's Sons, G. P.
Randolph, A. D. F. & Co.
Routledge, Geo. & Sons.
Sabin, J. & Sons.
Sadlier, D. & J. & Co.
Schmidt, L. W.
Somerby, Charles P.
Scribner, Armstrong & Co.
Scribner, Welford & Armstrong.
Sheldon & Co.
Steiger, E.
Strong, T. W., late E. Dunigan & Bro.
Tompkins Kilbourne.
University Publishing Co.
United States Publishing Co.
Virtue & Yorston.
Van Nostrand, D.
Widdleton, W. J.
Warren & Wyman.
Wiley, John & Son.
Wood, Wm. & Co.
Worthington, R. & Co.
World Publishing House.

PHILADELPHIA.

Baird, Henry Carey & Co.
 Burlock, S. D. & Co.
 Claxton, Remsen & Haffelfinger.
 Desilver, Charles.
 Harding, Wm. W.
 Holman, A. J. & Co.
 Lippincott, J. B. & Co.
 McKinney, H. N. & Co.
 Peterson, T. B. & Bros.
 Porter & Coates.
 Potter, John E. & Co.
 Shaefer & Koradi.

Springfield.—G. & C. Merriam.

Baltimore.—Kelly, Piet & Co.

Troy.—H. B. Nims & Co.

New-Bedford.—Taber, Charles & Co.

Buffalo.—Martin Taylor.

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HOLYOKE.

Massasoit Paper Co. Writing Paper Co. Union Paper Co. Holyoke Paper Co.—J. Q. Preble & Co., Agents.

ENVELOPES, PAPETERIES, ETC.

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 Samuel Raynor & Co.
 J. Q. Preble & Co., Blank Books, Envelopes, Papers.
 Edward E. Brown.
 Liebenroth, Von Auw & Co.
 Berlin & Jones Envelope Co.
 American Lead Pencil Co.
 Carter, Dinsmore & Co., Inks.
 Charles D. Pratt.
 Porter & Bainbridge.
 Eagle Pencil Co.
 Henry Levy & Co.
 Manhattan Book Co.
 Anderson & Cameron.
 Robert Sneider.
 L. Dubernet, Passe-Partouts, etc.
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POWERS PAPER CO. Writing Papers, Envelopes, Papeteries. Union Ink and Paper Co.
 Springfield Envelope Co.

RULES AND REGULATIONS.

THE First Meeting of the Exchange will commence Monday morning, July 19th, 1875.

The Exchange will be open for business daily, during its session, from 9 A. M. to 6 P. M.

Each Publishing House will have specimens of such books as are necessary; and will have a desk at the Sale Rooms where some member of the firm with his clerk may be found during the period assigned for the holding of the meeting of the Exchange.

Each firm to be allowed to make such special prices as they may think best in each individual case.

The purchaser to obtain a credit from Leavitt & Co. on *four and six months* time for such amounts as he wishes, as per terms of sale.

Goods may be ordered at the Exchange to be delivered any time within thirty days; the purchase to date from time of shipment, but such arrangement to be made at the time of purchase.

Purchasers at the Exchange must be personally present, or be represented by a clerk fully authorized to make purchases.

Books will be packed by the respective contributors, and where the lots are small, arrangements can be made to have purchases from several invoices packed, and no charge will be made, except for boxes and cartage.

All purchases shall be made in good faith for the sole use of the respective purchaser.

Any Publisher or Manufacturing Stationer who contributes to the Exchange shall be a member; also any respectable Bookseller who desires to purchase; and they shall be furnished with tickets of admission by the Managers, *and no others shall be admitted to the Exchange.*

No goods shall be bought or sold at the Exchange except under the letter of credit from Messrs. Leavitt & Co.

No business shall be transacted at the Exchange except by members; and all transactions shall be made under the rules of the Exchange.

All questions in dispute to be decided by the Committee on Booksellers' Exchange and Clearing-House.

The Committee express the hope that all members of the Exchange will unite in carrying out the rules of the Exchange, and discountenance any thing not in accordance with its spirit and intent.

TERMS OF SALE.

On all purchases amounting in the aggregate to \$1000 and upward, *four and six months'* credit; on purchases less than \$1000, and more than \$300, *four months'* credit; and purchases less than \$300, *cash without discount.*

Approved *indorsed* notes, payable in the City of New-York, to be dated on the *last* day of sale, drawn to the order of the indorser, and satisfactory to the managers, will be required. Bills must be settled before the delivery of goods, and within ten days after the sale.

A letter of credit to purchase may be obtained from Messrs. LEAVITT & Co. for such an amount as desired. It is desirable to attend to this in *advance* of the meeting of the Exchange; if not, parties should come prepared with the name of their indorser, and references as to the responsibility of the indorser from reliable parties, say from a Cashier of a National Bank in the neighborhood, that no unnecessary delay may arise in commencing business. A good indorser from the *residence* of the buyer will be satisfactory.

The gross amount of goods bought from *each* house shall be indorsed on the letter of credit, and at the close of the Exchange, all purchases to be settled for immediately, by two notes of equal amounts at four and six months' credit (if more than \$1000), for the total gross amount of all the purchases of each buyer (or if preferred, three notes at four, five, and six months).

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Publishers to the University of Oxford,

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AND

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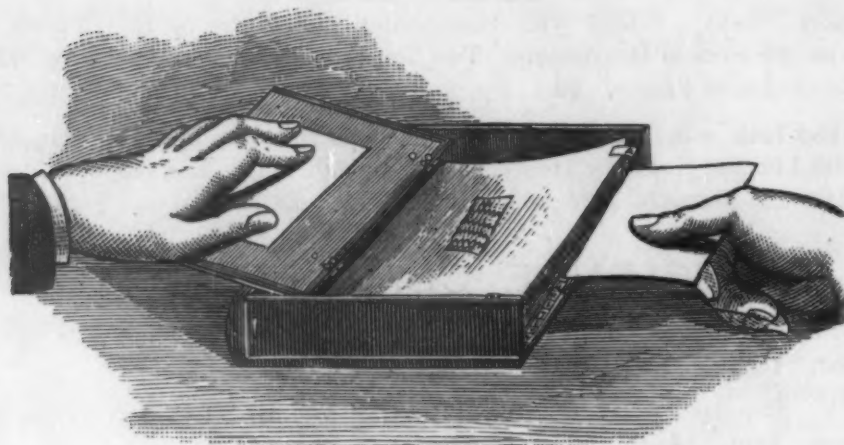
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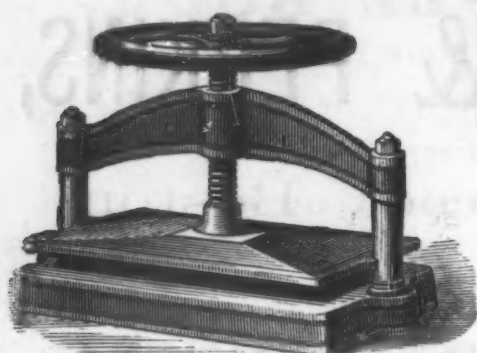
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We owe an apology and explanation to the Trade on account of the delay of this long-promised work. The delay was caused by circumstances beyond our control. In the first place, Mr. Kelley, who at first was announced as chief editor, was compelled, from continued engagements elsewhere, to withdraw from our enterprise. In the second place, much time was lost in the vain endeavor to induce the Manufacturers and Importers of Stationery and Fancy Goods to issue and contribute their trade-lists in a uniform shape. These lists were to form the bulk of the volume. We have found that it will require a few years of preparatory work before this part of the programme can be fulfilled satisfactorily. Convinced that a practical demonstration of the utility of such work as formerly proposed will finally enable us to accomplish the task, we have devoted our chief attention to the editorial department, giving there, in addition to a more elaborate and methodical treatment of the general material, all the information that we might have expected to see given in contributed lists. This has made the enterprise much more difficult and expensive to us, but we believe that our determination to make the work stand on its own merit, will, as in the case of the Uniform Trade-List Annual, finally meet its reward.

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